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WHY IS THE WICKS COMMITTEE?

HE charge that the Wicks Legislative Investigating Committee is consituting itself a wet blanket upon any progressive movement to better the conditions of food distribution in this city is brought by Commissioner of Foods and Markets Dillon.

Commissioner Dillon finds in the utterances of ex-Judge Ward, the committee's spokesman, indications only that the inquirers have discovered New York's market facilities to be the best in the world, its milk and food distributors too beneficent to be disturbed, and its hope of terminal markets too vain and unreasonable ever to be realized.

"If Judge Ward finds the market system perfect, why investigate further?" demands Mr. Dillon. "It would seem to a lay mind that there was nothing left for him and the Wicks Committee to do but take their grips and go home. If present conditions are to be maintained, and the present chain of dealers and speculators are to be permitted to take their successive toll out of every pound of food coming to the city, the thirty-five cent dollar will never be increased and housewives may as well give up hope of a lower cost of living."

Commissioner Dillon has at least raised a pertinent question: Just what is the Wicks Committee doing and how much longer does it mean to be about it? Like most legislative committees, this one is spending a certain amount of the public's money. What are the services rendered?

There ought to be room enough in civilization for Peace and the Monroe Doctrine without crowding.

TAXICAB PROGRESS.

MONG the things for which New York is being congratulated this holiday season is a service of new taxicabs which are the cheapest and at the same time the best the city has ever Green flag taxicabs now carry one, two, three, four or five persons at a rate of forty cents for the first mile and thirty cents for each additional mile. The vehicles themselves are as attractive, comfortable and up-to-date as any that have been offered to the public anywhere in the United States.

The company which has begun to operate these taxicabs in New York at fares well under the legal maximum rates is assuredly not doing so for sport or charity. It means to make money. Its study of the recent development of taxicab operation in this city has conwinced it that it can make money by making the taxicab still more popular.

Nearly five years ago, when The Evening World began its taxicab campaign which finally freed taxicab service in New York from the paralyzing grip of monopoly and graft and started it along the line of progress under a new city ordinance, this newspaper expressed the following conviction:

Nowhere do the taxi companies show more shortsightedness and ignorance than in their policy of keeping the taxicab a

Taxicab operators working with the city to devise well regulated systems of cheap, popular taxis, public stands and standard service may count with certainty upon rich returns.

The big taxicab concerns of that day refused to believe it. Pri- delegmant And what is the attitude to-day on the basis of what he has science, a profession, an estate of the salesman toward the merchant; to sell, and through his ability to entity in the scheme of trade. vate stands, extortionate fares, privilege hundreds of thousands of 66 THE merchant of to-day looks present it in an attractive way. The dollars' worth of it bought from hotels-taxicabs only for the rich, · were the only conditions of taxicab operation they could figure out. Their officers' salaries, managing expenses and overhead charges were enormous and they hadn't the sense to get rid of them. Where are these companies now?

With lower fares, regulation, equal rights and competition, taxicabs became popular. As they become more and more popular shrewd operators see increasing profit in bidding for wider public patronage at lower terms. The Evening World predicted it, fought for it and finally opened the way for it. The proof of it may be found in the streets to-day.

Twenty-five years ago, we read in the Rochester Democrat and Chronicle, it was reported that the supply of Christmas poultry in the market far exceeded the demand. Ducks sold at fourteen cents, turkeys at twelve and one-half cents and chickens from twelve to fifteen cents per pound.

Thirty-eight and forty cents a pound housewives paid for Christmas turkeys in this city Saturday and yesterday. Some going in a quarter century!

Letters From the People

There is an excellent opportunity for any girl over sixteen years of age "High Speed," which you recently to become familiar with the standard bublished, can be bought in book form.

A. R. M. musical works by applying for admission as a member of the choir at Grace Chapel, East Fourteenth Street

trance, on either Tuesday or Friday, evening, 7.30 o'clock, this week or evening, 7.30 o'clock, this week next. GEORGE B. LOVEDAY,

Has First Copy of Sun. To the Evening World:

I have a copy of the Sun, the first fample, dated Sept. 2, 1833. Will you let me know the value of it?

On what day did Sept. 26, 1800, fall?

N. B.-We have no information as its value, but no doubt would com-upd a good price.

For the Editor of The Evening World:

Please give me the value of one HI cent piece, 1873, one eagle cent, 1857.

READER.

Kindly let me know where I can apply to join the American Ambulance Corps, now serving in France. Will To the Editor of The Evening World: my passage be paid over it I join with A bets that there are more males the idea of accepting no recompense than females in the United States.

READER.

To the Editor of The Evening World:

and First Avenue. No previous knowladge of music is necessary—but each girl is expected to be able to sing the scale and to have a desire to learn To the Editor of The Evening World: What is an 1855 gold dollar worth?

music of a high order.

Application may be made to the organist, George B. Loveday, at Grace Chapel, East Thirteenth Street en-To the Editor of The Evening World:

To decide a bet, kindly publish the population of Berlin and Paris. A says Berlin has the largest population and B says Paris has the largest. A DAILY READER.

50 Cents to \$1, 5 to 50 Cents. Please give me the value of one III

Evening World Daily Magazine

Men Who Fail

By J. H. Cassel



"I've lost all interest in my work since I didn't get a raise for Xmas."

Personality's the Thing in Successful Selling

But Old Fashioned Hustle Will Work Wonders, Says Frank D. Bristley, Sales Manager Royal Baking Powder Co. By James C. Young should be a mutually profitable stage, the fellow with the good stories are of intelligence and ambition who is

How does the merchant regard the

mation and ideas," upon a social basis.

Salesmanship Club, newly organized, such an excellent start. "He sees in the representative of the manufacturer or A NEW glass, transparent, tough which is placed between two pieces of representative of the manufacturer or and strong, which has all the simply welded together under high wholesak house a connecting link be tween the production field and his defects of brittle, fragile window own profits," went on Mr. Bristley. "It glass, has been invented by a Philais of first importance to him that he delphia genius, says Popular Science know what is being made, how it is Monthly. selling, and why. Upon that knowl-

A twenty-two calibre bullet cannot penetrate the new glass; a brick canedge depends in a large degree the sucnot shatter it; a heavy man thrown cess of his business, and the progressive merchant is more than ready to against it under all the terrific momentum of a collision would not go have a man who knows post him through it, but would be thrown back about trade conditions. "There is one indispensable requirement in the relation of the salesman cause none would fly. A stone to the merchant. The salesman's customer must have confidence in

him. Once that is established, their dealings reach a pleasant and what HE GOT IT.

SMALL boy appeared at the A back door of a neighbor's house and said to the matron who opened the door; "Good morning."

"Good morning," the housewife re-turned, somewhat curiously, "I came over to tell you some-thing."
"Well, what is it?"

"Well, what is it?"

"Last evening my papa was angry because the water holled out of the steamer under the rolled oats."

"Is that so?"

"Yes. And then he made up his mind to fix the steamer so that it couldn't happen again."

"What did he do?"

"He put some water in the steamer and then soldered it all un."

and then soldered it all up."
"Is that what you came over to tell me?" Yes, and to borrow your step-

"What do you want with the stepladder?" I want it so father can acrape the rolled cats off the ceiling."—Philadelphia Ledger.

upon the salesman as one of time has passed, forever passed, when thing that a salesman can have and develop a personality. The desire to they pay a five-cent carfare for you days before Christmas in the packhis principal sources of infor- the salesman carried on his trade perhaps the most indefinable. But we do a thing is a long step toward the they hold it as a grudge. No, I was age. Then it is delivered just about according to "Now it is a question of personality. Frank D. Bristley, not one of good fellowship. Merchants really has an individualism of his ing into the job must make progress. manager of sales are busy men. They have but a few own. It is something that reaches out for the Royal minutes to grant callers and no inter- and convinces the other fellow-the ti. ir business every day and are com-

You Cannot Break This New Glass

Baking Powder est whatever in the opinions of the power to make men see things through ing to occupy a position of constantly Company, and one salesmen, or whether it rained in the his eyes. of the men who last town on his route. The old days havehelped to give of entertaining and liberal orders to But that does not mean that the man

advantages and none of the

from it, uninjured by flying glass, be-

thrown against it will bounce back

When struck a powerful blow, as

with a hammer, for instance, it will

crack into hair lines, as shown in the

will be no shower of flying glass or

like a golf ball.

possessing it when we meet one who sell goods and who puts his whole be-

"Not all of us can be so endowed.

trade. The opportunities for the man who can sell merchandise are drawng a higher type of men to the vocation, and the salesman of to-. irrow is going to be one of the best equipped men in any line of business. His ethics and methods are getting has assumed large significance in business affairs.

"Salesmen are learning more about

have a number of definite plans to- an art calendar, and I've a suspicion ward that end, and expect to soon that it was a last year picture with these words to be spoken as a cue. have a membership running into the fresh ribbon and just a new set of the bell rang and Gertrude, the light thousands. Every profession, men in those tear-off months. You can get running domestic, brought in a packevery line of the letterest of the months for next year in a bunch age.

"Oh, goodness gracious! A Christman-ship Club has been founded for the over that art calendar I got last year mas gift!" cried Mrs. Jarr pettishly.

The Medicinal Lemon

IF the testimony of the Sicilian Cittemperature and tremendous pressure. rus Chamber is given due consid-Intely smooth.

The secret of its strength is a sheet of white, transparent celluloid, twen-ty-one thousandths of an inch thick. with the of a lemon it deserves an important

Sayings of Mrs. Solomon By Helen Rowland

Y Daughter, hear now the prayer which every woman chanteth in her soul and treasureth in the eternal feminine heart!

O. Providence! saith the Eternal Woman, in this the season of miracles and magic, of golden gifts and good will, of heart's desire and youth's delight, I pray Thee:

Send me LOVE! Send me the love of man-and of woman; of

eternal motherhood.

little children and of dumb animals; of youths and damsels, and those who have passed into the afterglow of life's sunset; of waiters and bellboys and clerks and chauffeurs, yea-and even of janitors! The love of man-may he find in me the spirit

of romance, the embodiment of his illusions, and the Ideal Woman of his dreams.

The love of Woman-may she find in me the Perfect Friend; yea, not The love of little boys-may they discover in me the joyous spirit of

hildhood and adventure and camaraderie. And of little girls-may they recognize in me the yearning spirit of

The love of old ladies-may I somehow bring to them the sweet echo of their lost youth, the glowing remembrance of their dim, dead dreams, the breath of romance long laid away in lavender.

The love of dumb animals-may they hear in my voice the tenderness of affection, and see in mine eyes the promise of protection. The love of poets and dreamers-may they find in me a singing heart

a spark of sympathy, wherewith to light the divine fire of their in-The love of damsels-may they delight to confide in me their hearts'

And of youths-inay they come to me with their hopes and aspire-

ons, their problems and their triumphs.

Of the good-may they love me for my weaknesses. Of the wicked-may they cling to me for my strength.

Of the sad-may they smile at my nonsense. Of the gay-may they be steaded by my philosophy.

Of the simple-may they look to me for wisdom.

Of the wise-may they delight in my folly and simplicity. For lo! I am a WOMAN, and my brain is, peradventure, small and holdeth but little, but my HEART hath capacity for all the world.

Therefore, I pray Thee, whatsoever else Thou seest fit to bestow withhold, send me LOVE, and even I, a woman, shall be content!

The Jarr Family By Roy L. McCardell.

Courright, 1916, by The Press Publishing Co. (The New York Evening World.)

'M glad Christmas is over, so Only that I didn't want to lose her far as I'm concerned," said friendship-for good friends are few Mrs. Jarr at breakfast the and far between-I'd have sent my

morning after Christmas; "every made-over calendar to her after getting the made-over calendar she sent "Every debt paid?" asked the as- me." onished Mr. Jarr. "Come now, the "Pretty bad picking this year, the news is too good to be true."

"I don't think I've missed one," replied Mrs. Jarr. "Not a one. Let me tell you that there wasn't a thing that see," here she began checking a list I got that was of enough value to off her fingers from memory. "There's make me wait till the week after Clara Mudridge-Smith, Mrs. Stryver, Christmas to send anything in re-Mrs. Rangle, Cora Hickett and her turn," said Mrs. Jarr.

mother"-"How'd you come to owe these peo- peated Mr. Jarr. ple?" asked Mr. Jarr. "Gee! I wish

you think any of these women would literally going for almost nothi enta."

asked Mr. Jarr.

It's the same with Mrs. Rangle and that your gift was overlooked or de-Cora Hickett and her mother. Oh, I layed in the great jam of goods that wish nobody had sent me anything," swamped the mail and the express "Why, just the other day I heard companies. you complain because you hadn't rebetter all the time, and his profession | celved any gifts from your friends," remarked Mr. Jarr.

"Well, now that I have received f helping them to get ahead. We them at the store. Her mother sends sift debts are paid!" salesmen of New York, and we intend to make it one of the biggest things of its kind in the city."

And was going to send it to Mrs. "And you thought you hadn't an Hickett in case she sent me anything enemy left in the world," remarked —and SHE sent me a calendar! Mr. Jarr; "it's another art calendar!"

"Yes, the week after Christman" you wouldn't borrow. Do without was the reply. "The way to do when things rather than do that. Or, if you get a handsome present you you must borrow, tell me about it, didn't expect from some one you and I'll try to get the money for never thought was going to send you anything is to wait till the week after "Money?" repeated Mrs. Jarr. "Do Christmas, when holiday goods are to-day on the basis of what he has science, a profession, an established cannot become a salesman. He can, lend me a cent? Why, I don't know the stores. Then you buy something Hard work will do it, and the harder a soul who would lend me five dollars nice in return and send it by mail or "Personality is the most valuable he works the sooner he will begin to if I were starving to death. Why, if express, with a letter dated a few never have any doubt about man's goal, and the man who sets himself to speaking of Christmas debts-pres- the time the person who sent you the nice gift is saying to herself, 'Weil, "You regard them as debts, then?" how foolish I was to send HER anything! Never again!" Having re-"What else are they?" retorted Mrs. ceived the nice gift you got at a bar-Jarr. "Clara Mudridge-Smith gives gain a day or so after Christmas, even increasing importance in the world of me a present, I give Clara Mudridge- if the recipient suspects what you've Smith a present. If I don't she'll go done, she can't prove it and will have around telling everybody about it. to give you the benefit of the doubt

seems," remarked Mr. Jarr.

"You may well believe so, when I

"The week AFTER Christmas?" re-

"Always with love and best wishes of the holiday season?" remarked Mr. Jarr.

"Of course, even the costllest gift "The New York Salesmanship Club the gifts I complain worse than would be without value unless it was been started with the idea of ever:" replied Mrs. Jarr, "Such sent with love and good wishes," said drawing the men in the prof. 'n gifts! Cora Hickett sends a copy of Mrs. Jarr. "But, as I was saying. r to ther, and for the purpose selected poetry-89 cents. I saw thank goodness all my Christmas

As though it were waiting for

To. Day's Anniversary

eration in determining the status THOMAS GRAY, author of "An unworthy husband and father. The Elegy Written in a Country poet was the only one of twelve chil-

The cutons began their victorious advance on Bucharest, is a city of about 16,060 population, and an important trade centre. It is situated in the valley of the Bachut, a tributary of the Pruth, and only a few miles from the latter river, which forms the boundary i tween Roumania and the Russian Province of Bessarabia.

This is not Jassy's first experience as a capital, as it was the seat of the success of the grant should be a capital, as it was the seat of the success and important place in the lists of first aids. According the description in determining the status of a lemon it descripts an important place in the list of first aids. According to the authority mentioned the place in the list of first aids. According to the authority mentioned the place in the list of first aids. According to the authority mentioned the strength of a sheet of metal.

HOMAS GIAT, altinor of An althory of An althory of Churchyard," was born in Corning to the authority mentioned the place in the list of first aids. According to the authority mentioned the place in the list of first aids. According to the authority mentioned the place in the list of first aids. According to value in place in the list of first aids. According to the authority mentioned the list of first aids. According to the authority mentioned the list of first aids. According to value in place in the list of first aids. According to the authority mentioned the list of first aids. According to the authority mentioned the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the list of first aids. According to value in place in the l